

WJLA 1100 Wilson Blvd, 6th Floor Arlington, VA 22209

Buying Time Media 650 Massachusetts Ave NW Ste 210 Washington, DC 20001

Contract # 3014867

Schedule Dates 09/05/17-09/11/17 Advertiser Ralph Northam for Virginia Governor-D (116676)

> Buying Time Media (1779) POLITICAL CANDIDATE (ns) (1186)

Brand GOVERNOR/DEM (926535)

Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869) Sales Office WJLA/GJLA/EJLA

Dome,Liz **Buyer Name** Phone/Fax

Agency

Product

Comments

CPE 903/913/5577 **Account Types** Local/Political Candidate Agency BRD

Billing Type Weekly/Irregular Date Entered 08/31/17 Last Modified

09/01/17 Kelsey Reardon

\$89,292.50

Entered By No CO-OP

Headline #

Order Type Normal

Package Deal

Commission % 15.00 \$15,757.50

Net Total

Sales Tax

Washington (WJLA) Rate By Broadcast Month Spots Sep. 2017 134 \$105,050.00 Grand Total: 134 \$105,050.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT	09/05/17-09/07/17	3	:30	12:35A- ABC-Nightline			1	1	1		i		3	\$200.00	\$600.00	Washington (WJLA)		8/31/17
2.0	Normal Line / SPOT	09/05/17-09/07/17	2	:30	11:35P- ABC-Jimmy Kimmel			1	1	1				3	\$450.00	\$1,350.00	Washington (WJLA)		8/31/17
3.0	Normal Line / SPOT	09/05/17-09/08/17	1	:30	4:30A- News-Good Morning Washington at 430a				1	1	1	1		4	\$150.00	\$600.00	Washington (WJLA)		8/31/17
4.0	Normal Line / SPOT	09/05/17-09/08/17	2	:30	5A- News-Good Morning Washington at 5a			2	2	2	2			8	\$250.00	\$2,000.00	Washington (WJLA)		8/31/17
5.0	Normal Line / SPOT	09/05/17-09/08/17	2	:30	6A- News-Good Morning Washington at 6a			2	2	2	2			8	\$800.00	\$6,400.00	Washington (WJLA)		8/31/17
6.0	Normal Line / SPOT	09/05/17-09/08/17	2	:30	7A- ABC-Good Morning America				1	1	2	1		8	\$800.00	\$6,400.00	Washington (WJLA)		8/31/17
7.0	Normal Line / SPOT	09/05/17-09/08/17	1	:30	9A- Live with Kelly			1	1	1	1			4	\$400.00	\$1,600.00	Washington (WJLA)		8/31/17
8.0	Normal Line / SPOT	09/05/17-09/08/17	1	:30	10A- Rachael Ray			1	1	1	1	- 1		4	\$350.00	\$1,400.00	Washington (WJLA)		8/31/17
9.0	Normal Line / SPOT	09/05/17-09/08/17	1	:30	11A- ABC-The View			1	1	1	1	i		4	\$400.00	\$1,600.00	Washington (WJLA)		8/31/17
10.0	Normal Line / SPOT	09/05/17-09/08/17	1	:30	12P- News-ABC 7 News at Noon			1	1	1	1			4	\$350.00	\$1,400.00	Washington (WJLA)		8/31/17

CONFIRMATION CONTRACT Accepted-Station: Date: Comments:

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

Date:

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WJLA-TV WASHINGTON, DC

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Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)
Sales Office WJLA/GJLA/EJLA

Buyer Name Dome,Liz
Phone/Fax /
CPE 903/913/

Agency

Product

Brand

CPE 903/913/5577

Account Types Local/Political Candidate Agency BRD

Billing Type Weekly/Irregular

Date Entered 08/31/17 **Last Modified** 09/01/17

09/01/17 Kelsey Reardon

Normal

\$15,757.50

No No

Headline #
Demo

Entered By

CO-OP

Order Type Package Deal

Commission % 15.00

Net Total \$89,292.50

Date:

Comments:

Sales Tax

Commission

 Washington (WJLA)

 By Broadcast Month
 Spots
 Rate

 Sep. 2017
 134
 \$105,050.00

 Grand Total:
 134
 \$105,050.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We	Th	Fr Sa S	u S	Spots	Rate	Total	Station	Comments	Entered
11.0	Normal Line / SPOT	09/05/17-09/08/17	1		12:30P- Who Wants to be a Millionaire			1	1	1	1		4	\$350.00	\$1,400.00	Washington (WJLA)		8/31/17
12.0	Normal Line / SPOT	09/05/17-09/08/17	1	:30	1P- ABC-The Chew			1	1	1	1		4	\$350.00	\$1,400.00	Washington (WJLA)		8/31/17
13.0	Normal Line / SPOT	09/05/17-09/08/17	1	:30	2P- ABC-General Hospital			1	1	1	1		4	\$450.00	\$1,800.00	Washington (WJLA)		8/31/17
14.0	Normal Line / SPOT	09/05/17-09/07/17	1	:30	Orbit- [P]Hot Bench(Tu-Th), [P]Hot Bench 2(Tu-Th)			1		1			2	\$350.00	\$700.00	Washington (WJLA)		8/31/17
15.0	Normal Line / SPOT	09/05/17-09/08/17	1	:30	4P- News-ABC 7 News at 4p			1	1	1	1		4	\$400.00	\$1,600.00	Washington (WJLA)		8/31/17
16.0	Normal Line / SPOT	09/05/17-09/08/17	2	:30	5P- News-ABC 7 News at 5p			2	2	2	2		8	\$400.00	\$3,200.00	Washington (WJLA)		8/31/17
17.0	Normal Line / SPOT	09/05/17-09/08/17	1	:30	6P- News-ABC 7 News at 6p			1	1	1	1		4	\$500.00	\$2,000.00	Washington (WJLA)		8/31/17
18.0	Normal Line / SPOT	09/09/17-09/09/17	2	1	7A- ABC-Good Morning America Saturday						2		2	\$350.00	\$700.00	Washington (WJLA)		8/31/17
19.0	Normal Line / Access	09/05/17-09/08/17	2	:30	7P- Wheel Of Fortune			1	1	1	1		4	\$1,400.00	\$5,600.00	Washington (WJLA)		8/31/17
20.0	Normal Line / Access	09/05/17-09/08/17	2	:30	7:30P- Jeopardy			1	1	1	1		4	\$3,000.00	\$12,000.00	Washington (WJLA)		8/31/17
21.0	Normal Line / SPOT	09/05/17-09/07/17	2	:30	11P- News-ABC 7 News at 11p			1	1	1			3	\$750.00	\$2,250.00	Washington (WJLA)		8/31/17
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Agency Buying Time Media (1779)

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 Brand
 GOVERNOR/DEM (926535)

 Salesperson
 HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)

Sales Office WJLA/GJLA/EJLA

Dome,Liz /

Buyer Name

Phone/Fax

CPE 903/913/5577

Account Types Local/Political Candidate Agency BRD

Billing Type Weekly/Irregular

 Date Entered
 08/31/17

 Last Modified
 09/01/17

Last Modified 09/01/17
Entered By Kelsey Reardon

CO-OP NO

Headline #

Order Type Normal

Package Deal

Commission % 15.00

 Commission
 \$15,757.50

 Net Total
 \$89,292.50

Sales Tax

Washington (WJLA)		
By Broadcast Month	<u>Spots</u>	Rate
Sep. 2017	134	\$105,050.00
Grand Total:	134	\$105,050.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We T	Γh Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
22.0	Normal Line / SPOT	09/09/17-09/09/17	2	:30	6:27P- ABC-World News Tonight (Saturday)						1	1		\$2,000.00		Washington (WJLA)		8/31/17
22.0.1	Preempt	09/09/17										1				Washington (WJLA)	Program Change/Exception	
23.0	Normal Line / SPOT	09/11/17-09/11/17	3	:30	12:35A- ABC-Nightline		1		i		1	1	1	\$150.00	\$150.0	0 Washington (WJLA)		8/31/17
24.0	Normal Line / SPOT	09/10/17-09/10/17	3	:30	1:05A- Scandal			1 1	1		1	1	1	\$75.00	\$75.0	Washington (WJLA)		8/31/17
25.0	Normal Line / SPOT	09/10/17-09/10/17	2	:30	11:30P- News-ABC 7 News at 11p							1	1	\$250.00	\$250.0	Washington (WJLA)		8/31/17
26.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	11:35P- ABC-Jimmy Kimmel		1	<u> </u>	i	i	1		1	\$450.00	\$450.0	0 Washington (WJLA)		8/31/17
27.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	4:30A- News-Good Morning Washington at 430a		1						1	\$100.00	\$100.0	Washington (WJLA)		8/31/17
28.0	Normal Line / SPOT	09/11/17-09/11/17	1	:30	5A- News-Good Morning Washington at 5a		1		į			1	1	\$350.00	\$350.0	Washington (WJLA)		8/31/17
29.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	6A- News-Good Morning Washington at 6a		2		į				2	\$800.00	\$1,600.0	Washington (WJLA)		8/31/17
30.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	7A- ABC-Good Morning America		2				į		2	\$800.00	\$1,600.0) Washington (WJLA)		8/31/17
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					1													-

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Agency Buying Time Media (1779) Product POLITICAL CANDIDATE (ns) (1186)

Brand GOVERNOR/DEM (926535) Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)

WJLA/GJLA/EJLA Sales Office **Buyer Name** Dome,Liz Phone/Fax CPE 903/913/5577

Account Types Local/Political Candidate Agency BRD

Billing Type Weekly/Irregular **Date Entered** 08/31/17 **Last Modified**

09/01/17 Kelsey Reardon

\$15,757.50

\$89,292.50

Entered By No

Headline # Demo

CO-OP

Order Type Normal Package Deal

Commission % 15.00

Commission Net Total

Sales Tax

Washington (WJLA) By Broadcast Month Spots Rate Sep. 2017 134 \$105,050.00 Grand Total: 134 \$105,050.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu '	We Th	Fr	Sa Su	Spots	Rate	Total	Station	Comments	Entere
31.0	Normal Line / SPOT	09/10/17-09/10/17	2		8A- ABC-Good Morning America Sunday						2	2	\$350.00	\$700.00	Washington (WJLA)		8/31/17
32.0	lormal Line / SPOT	09/10/17-09/10/17	2		10:30A- Government Matters		1	į			1	1	\$250.00	\$250.00	Washington (WJLA)		8/31/17
33.0	lormal Line / SPOT	09/10/17-09/10/17	2		10A- News-Full Measure with Sharyl Attkisson		1				1	1	\$250.00	\$250.00	Washington (WJLA)		8/31/17
34.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	9A- Live with Kelly		1	- 1	i	1 1	1	1	\$300.00	\$300.00	Washington (WJLA)		8/31/17
35.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	10A- Rachael Ray		1	1	i	1 1	i	1	\$275.00	\$275.00	Washington (WJLA)		8/31/17
36.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	11A- ABC-The View		1	-	i	1 1		1	\$350.00	\$350.00	Washington (WJLA)		8/31/1
37.0	Normal Line / SPOT	09/11/17-09/11/17	1		12P- News-ABC 7 News at Noon		1		1		1	1	\$350.00	\$350.00	Washington (WJLA)		8/31/17
38.0	Normal Line / SPOT	09/11/17-09/11/17	3		12:30P- Who Wants to be a Millionaire		1					1	\$150.00	\$150.00	Washington (WJLA)		8/31/17
39.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	1P- ABC-The Chew		1			1 1		1	\$250.00	\$250.00	Washington (WJLA)		8/31/1
40.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	2P- ABC-General Hospital		1	- 1	i	1 1	1	1	\$400.00	\$400.00	Washington (WJLA)		8/31/17
41.0	Normal Line / SPOT	09/11/17-09/11/17	3		Orbit- [P]Hot Bench(Mo), [P]Hot Bench 2(Mo)		1					1	\$150.00	\$150.00	Washington (WJLA)		8/31/17

COM INMATION CONTINACT		
ccepted-Station:	Date:	Comments:

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Ralph Northam for Virginia Governor-D (116676) Agency Buying Time Media (1779)

Product POLITICAL CANDIDATE (ns) (1186) Brand GOVERNOR/DEM (926535)

Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869) WJLA/GJLA/EJLA Sales Office

Buyer Name Dome,Liz Phone/Fax CPE 903/913/5577

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Billing Type Weekly/Irregular

Washington (WJLA) By Broadcast Month Sep. 2017

Grand Total:

Spots Rate 134 \$105,050.00 134 \$105,050.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	/ Mo	Tu	We Th	r Fr	Sa S	u Spo	ts	Rate	Total	Station	Comments	Entered
42.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	4P- News-ABC 7 News at 4p		1		1				1	\$250.00	\$250.0	Washington (WJLA)		8/31/17
43.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	5P- News-ABC 7 News at 5p		2		1	1	1 1		2	\$400.00	\$800.0	Washington (WJLA)		8/31/17
44.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	6P- News-ABC 7 News at 6p		1		i				1	\$600.00	\$600.0	Washington (WJLA)		8/31/17
45.0	Normal Line / Access	09/11/17-09/11/17	2	:30	7P- Wheel Of Fortune		1		i				1	\$1,400.00	\$1,400.0	Washington (WJLA)		8/31/17
46.0	Normal Line / Access	09/11/17-09/11/17	2	:30	7:30P- Jeopardy		1		1				1	\$3,000.00	\$3,000.0	Washington (WJLA)		8/31/17
47.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	11P- News-ABC 7 News at 11p		1		1				1	\$1,000.00	\$1,000.0	Washington (WJLA)		8/31/17
48.0	Normal Line / Football	09/09/17-09/09/17	3		12P- Sports-ABC College Football Early				1		1		1	\$1,500.00	\$1,500.0	Washington (WJLA)		9/1/17
49.0	Normal Line / SPOT	09/05/17-09/08/17	2	:30	6:27P- 6:30P (EST)			1	1 1	1	<u>i i </u>		4	\$2,500.00	\$10,000.0	Washington (WJLA)		9/1/17
50.0	Normal Line / Access	09/05/17-09/08/17	2	:30	6:57P- 7P (EST)			1	1 1	1	1 1		4	\$3,500.00	\$14,000.0	Washington (WJLA)		9/1/17
51.0	Normal Line / SPOT	09/11/17-09/11/17	2	:30	6:27P- 6:30P (EST)		1		i				1	\$2,500.00	\$2,500.0	0 Washington (WJLA)		9/1/17
52.0	Normal Line / Access	09/11/17-09/11/17	2	:30	6:57P- 7P (EST)		1		1				1	\$3,500.00	\$3,500.0	Washington (WJLA)		9/1/17
53.0	Normal Line / Football	09/09/17-09/09/17	3		8P- Sports-ABC College Football Prime			1 1	1	1	1		1	\$2,500.00	\$2,500.0	Washington (WJLA)		9/1/17
					CC	NF	IRM	ATI	ON	СС	NTF	RAC	T				1	
ccented-A	gency/Advertiser:			Date:	Accepted-Sta				011		/1411	0.10		ate:	Comments:			

Date Entered

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Headline #

Order Type

Package Deal

Commission %

Commission

Net Total

Sales Tax

CO-OP

Demo

08/31/17

09/01/17

Normal

15.00

\$15,757.50

\$89,292.50

No

Kelsey Reardon

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650 Massachusetts Ave NW Ste 210

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09/05/17-09/11/17

3014867

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54.0	Normal Line / SPOT	09/09/17-09/09/17	2	:30	6:30P- 7P (EST)				i	i	i	1	i		\$400.00)	Washington (WJLA)		9/1/17
54.0.1	Preempt	09/09/17						1		1	-		1				Washington (WJLA)	Program Change/Exception - FOOTBALL/THERE IS NO 6:30P NEWS ON SAT.	
		CON	١F١	RIV	1A1	ГΙС	NC	C(NC	TR	ACT								
Accepted-A	Agency/Advertiser:			Date:	Accepted-Statio	on:									Date:	Comments:			
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